

Message Text

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ACTION EUR-25

INFO OCT-01 ADP-00 COME-00 EB-11 CIAE-00 INR-10 NSAE-00

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R 311214Z JUL 73

FM AMEMBASSY WARSAW
TO SECSTATE WASHDC 5025
INFO AMEMBASSY VIENNA

LIMITED OFFICIAL USE WARSAW 3758

E. O. 11652: /A

TAGS: ETRD, BCOM, PL

SUBJECT: TEXTRON BID ON SZOPIENICE BRASS MILL

REF: STATE 146556 (NOTAL)

COMMERCE FOR BEWT

VIENNA FOR EWTC

1. TOMCZYCKI, MANAGER OF ROLLING MILL DIVISION OF WATERBURY FARRELL (DIVISION OF TEXTRON), CALLED ON AMBASSADOR JULY 27 TO DISCUSS BID ON CONSTRUCTION AS TURN-KEY PROJECT OF MILL FOR PRODUCTION OF THIN GAUGE BRASS FOR USE IN AUTOMOTIVE RADIATOR AT SZOPIENICE NEAR KATOWICE, POLAND. TOMCZYCKI EXPLAINED THAT NEGOTIATIONS WITH FOREIGN TRADE ENTERPRISE CENTROZAP ARE NEARING CONCLUSION, AND CENTROZAP ON OR ABOUT AUGUST 1 WOULD FORWARD PROPOSALS FROM TEXTRON AND FROM LEADING COMPETITOR, FRENCH CONGLOMERATE PECHINEY, TO MINISTRY OF HEAVY INDUSTRY WITH RECOMMENDATION FOR FINAL DECISION.

2. TOMCZYCKI OUTLINE TEXTRON'S POSITION, STATING TEXTRON BID, IN COOPERATION WITH CHASE BRASS AND COPPER (DIVISION OF KENNECOTT), WAS TECHNICALLY SUPERIOR BUT HIGHER IN PRICE. HE SAID FRENCH AMBASSADOR HAD CALLED ON MINISTER OF HEAVY INDUSTRY LEJCAK TO PRESENT
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PECHINEY CASE AND REQUESTED THAT AMBASSADOR MAKE CALL AT

SIMILAR LEVEL ON BEHALF OF TEXTRON PRIOR TO AUGUST 1.
PRICE OF TEXTRON BID IS OVER 40 MILLION \$, OF WHICH ABOUT
\$36 MILLION IS FOR EQUIPMENT, ALL OF US ORIGIN.

3. AMBASSADOR CALLED ON MINISTER LEJCZAK JULY 30 TO
RAISE SUBJECTS OF TEXTRON BID AND POLISH PROPOSALS FOR
DEVELOPMENT OF COPPER INDUSTRY (LATTER SUBJECT REPORTED
SEPARATELY). LEJCZAK SEEMED QUITE FRANK IN HIS APPRAISAL
OF TEXTRON BID, AGREEING THAT IT WAS TECHNICALLY FAR
SUPERIOR. MAIN SHORTCOMING OF TEXTRON PROPOSAL IN
MINISTER'S VIEW WAS LACK OF COUNTERPURCHASE PROPOSAL.
FRENCH BID, SAID LEJCZAK, INCLUDED PROVISION FOR PURCHASE
BY PECHINEY OF BRASS SHEET TO BE MANUFACTURED AT
SZOPIENICE MILL IN AMOUNTS EQUAL TO 60 PERCENT OF POLISH INVERT-
MENT COSTS. LEJCZAK SAID HE HOPED TEXTRON COULD DEVELOP
A COUNTERPURCHASE PROPOSAL INVOLVING EITHER BRASS FROM
SZOPIENICE MILL OR OTHER FINISHED COPPER PRODUCTS.
HE SAID HE MIGHT INVITE TEXTRON PRESIDENT MILLER, WHOM HE
MET DURING VISIT TO THE US IN FEBRUARY, TO COME TO
POLAND TO DISCUSS COUNTERPURCHASE ARRANGEMENTS PRIOR TO
MAKING FINAL DECISION ON AWARD OF CONTRACT. SECOND,
MINOR DIFFICULTY INVOLVED PROVISION OF TRAINING FOR POLISH
PERSONNEL. LEJCZAK SAID HE HOPED FINAL DECISION COULD
BE REACHED BY END OF AUGUST, BUT HE DID NOT LEAVE
IMPRESSION THAT THIS DEADLINE WAS FIRM.

4. EMBASSY HAS REPORTED TO TOMCZYCKI SUBSTANCE OF
AMBASSADOR'S TALK WITH LEJCZAK. TOMCZYCKI REQUESTS THAT
DEPARTMENT INFORM CHARLES OF TEXTRON HEAD OFFICE.
DAVIES

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